11/10/86 A8140-1

PAPER MERCHANT SALES REPORT SEPTEMBER 1986

NPTA Region	Sales Per Selling Day September 1986 - Compared To - September 1985	Sales Per Selling Day September 1986 - Compared To - August 1986	Sales Per Selling Day 1986 Year-to-Date - Compared To - 1985 Year-to-Date	Days Outstanding (Accounts & Notes) At Close of Sept. 1985	Days Outstanding (Accounts & Notes) At Close of Sept. 1986	Calendar Day Cost* of Ending Aug. Inventory 1985	Calendar Day Cost* of Ending Aug. Inventory 1986
INDUSTRIAL							
1	- 0.9	+ 2.1	- 0.6	43	44	†	63
2	+ 5.4	- 0.4	+ 3.6	37	36	43	51
3	+ 3.4	- 1.8	+ 5.2	40	40	70	59
4	+ 1.8	- 0.6	+ 4.3	41	39	61	54
5	- 3.0	+ 0.5	+ 1.7	35	34	57	59
6	- 7.2	- 8.3	- 4.5	40	44	56	52
7	- 8.7	+ 0.7	- 5.9	36	37	41	62
8	+ 2.7	- 0.3	+ 3.9	36	36	56	50
9	- 5.6	-10.5	+ 0.9	36	39	NA	52
NY	+13.5	+ 6.4	+ 5.3	44	49	†	47
Chicago	+ 5.5	+ 6.8	+ 2.6	30	39	60	50
LA	- 1.4	+ 0.6	- 0.3	50	47	52	58
US	- 0.5	- 1.2	+ 1.3	42	39	57	54
PRINTING							
1	+22.4	+ 6.9	+ 8.8	54	55	67	†
2	+18.5	+13.1	+ 8.0	47	45	62	55
3	+ 2.6	- 1.3	+ 3.0	45	43	71	77
4	+ 3.9	- 8.4	+ 3.1	43	42	73	60
5	+ 7.4	+ 2.3	+ 8.2	45	44	67	73
6	+ 0.9	+ 2.9	- 1.5	42	46	69	64
7	- 2.8	+ 1.8	- 0.1	40	40	55	71
8	+15.6	+ 4.6	+ 8.9	41	41	49	68
9	+13.7	+ 9.8	+ 7.5	38	42	NA	62
NY	+12.8	+ 8.8	+10.0	42	†	57	65
Chicago	+25.9	+20.4	+ 9.8	43	43	64	73
LA	- 2.1	- 7.1	+ 3.4	42	41	80	84
US	+ 9.5	+ 3.8	+ 6.0	44	38	67	67

*To calculate monthly inventory turnover, divide 365 calendar days by # of calendar days cost, e.g., 365/73 = 5.00x.

†Insufficient data to calculate valid number. NA - Data for this region not available for 1985.

NOTE: Beginning with the January 1986 report, statistics were produced via a new system. Regions 4 & 6 were modified and 8 & 9 are totally new. Therefore, strict comparisons to prior reports should not be made.

Region 1: CT, ME, MA, NH, RI & VT
Region 2: DE, DC, MD, NJ, NY & PA (excluding NY Metro)
Region 3: AL, FL, GA, NC, SC, TN & VA
Region 4: OH, MI, WV, KY
Region 5: CO, IA, KS, MN, MT, NE, ND, SD, WY
Region 6: UT, AZ, NV, NM, CA, HI (excluding LA Metro)
Region 7: AR, LA, MS, OK & TX
Region 8: WI, IL, IN, MO (excluding Chicago Metro)
Region 9: AK, WA, OR, ID
NY Metro: NY: New York City, Long Island and Westchester Co. NJ: Counties of Bergen, Essex, Hudson, Middlesex, Passaic and Union
Chicago Metro: IL: City of Chicago and Cook, DuPage and Lake Cos. IN: Lake Co.
LA Metro: Cities: Los Angeles, and San Diego. Counties: Los Angeles, San Diego, Orange and Ventura (and neighboring parts of Riverside and San Bernadino)

Selling Days

The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

Days Outstanding

The number of days outstanding on this report are calculated by adding the current month's sales and the previous month's sales and dividing the total by the number of calendar days of the two months. The result is a figure representing average sales per calendar day.

The total figure provided for closing accounts and notes receivable is divided by the average sales per calendar day. The result is the number of days outstanding at the end of the month being prepared.

NPTA's Research Department Programs and Services

Following is a brief outline of the many Research and Statistical (Management Information) services available to you as a member of NPTA.

Yearly PAR Reports

The PAR (Performance Analysis Report) program is a yearly financial survey of NPTA members' operations. There is no cost to participate and receive the PAR Report. Typically, over 250 distributor locations operated by almost 200 firms participate. They represent over $7 billion in annual sales.

A confidential, customized professional report is prepared for you by NPTA's management consultant firm, Management Foresight, Inc. (MFI) of Columbus, OH. But, you must submit a completed questionnaire to MFI to receive a report.

There are two options, the regular PAR or the new short PAR. The regular PAR provides you with 300+ financial ratios and is very comprehensive. An Executive Summary is available (25 pages, 45 key ratios) for $50 which will help you understand better the detailed report you receive. A 1-year PAR is free, and comes with a PAR User's Manual.

The short PAR is obtained after filing a condensed questionnaire (3 pages of line items). This report will be roughly 25 pages, and contain 45 or so of the most critical financial measures. Again, this 1-year PAR is free. No Executive Summary is available, though.

Two and 3-year Trend PARs are available for both of the above, at very reasonable costs.

Quarterly Business Conditions Report

This report is free and available *only* to participants in the survey, which takes place every three months. A confidential 1-page survey form is sent to NPTA member participants, then the data returned is processed and customized reports are produced. Ten key ratios track: sales, gross margins, expenses, inventory turnover, receivables and order sizes. Your firm's results are ranked against regional and U.S. averages, quarterly and year-to-date by printing, industrial and dual merchant groups.

Monthly Sales Report

NPTA conducts a monthly survey of sales, receivables and inventory activity. "Pink forms" are sent to members by NPTA to collect this data. Responses by members are totally confidential. The report produced tracks 5 major measures, by printing and industrial paper class, for 9 NPTA regions and a U.S. average. The Paper Merchant Sales Report is mailed to each company's headquarters and every branch office the first week of every month and is free of cost.

This survey represents over $2.1 billion in industrial paper sales and $5.3 billion in printing paper sales annually by participants.

Market Research

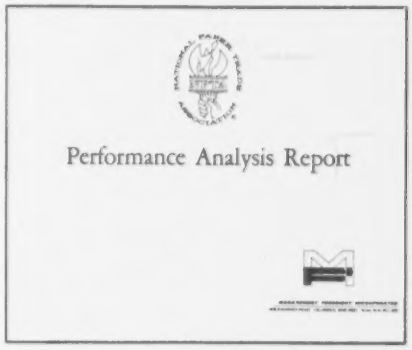
You may call or write NPTA at any time throughout the year with questions of a financial nature, or related to the size of the market, market segments, etc. Questions concerning computer hardware/software, sales compensation, personnel productivity, warehousing, publications and referrals to consultants specializing in specific areas are routinely answered—usually within one day.

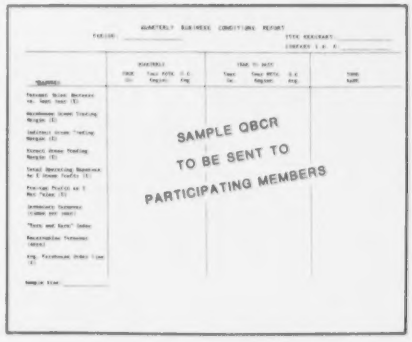
Financial Consulting

Management Foresight's co-founders (Dr. Peter Mullins and Dr. Ron Foster) can perform customized consulting at your premises or theirs. Profit improvement, measuring customer and product line profitability, financial modeling, etc. are their specialties.

- All reports (PAR, Quarterly Business Conditions Report, Sales Report) are filed confidentially. A 5-digit ID number—not your company name—is all that appears on survey forms.

- All reports (except trend PARs) are FREE if you participate.





For more information contact the NPTA Research Department at: 516-829-3070

A8140-1

PAPER MERCHANT SALES REPORT OCTOBER 1986

NPTA Region	Sales Per Selling Day October 1986 -Compared to- October 1985	Sales Per Selling Day October 1986 -compared to- September 1986	Sales Per Selling Day 1986 Year-to-Date -compared to- 1985 Year-to-Date	Days Outstanding (Accounts & Notes) At Close of Oct. 1985	1986	Calendar Day Cost* of ending Sept. Inventory 1985	1986
INDUSTRIAL							
1	+1.6	+4.2	+1.0	42	43	58	63
2	+6.5	+3.7	+3.1	36	32	50	48
3	+0.9	+6.1	+4.8	40	39	67	64
4	+6.0	+6.7	+4.7	39	37	52	55
5	+1.9	-0.5	+1.9	34	34	54	61
6	-3.9	+2.8	-4.5	51	42	59	53
7	-2.5	-1.9	-5.2	37	37	54	50
8	+2.9	+1.2	+4.0	36	35	NA	55
9	-14.2	+4.7	-0.4	37	41	NA	56
NY	+13.2	+6.1	+6.1	49	47	61	53
Chicago	+6.4	-3.7	+5.5	39	36	44	37
LA	+6.2	-9.0	-1.8	48	46	62	58
US	+1.9	+1.9	+1.4	40	38	54	55
PRINTING							
1	+21.4	-0.1	+10.4	53	53	†	†
2	+14.7	-3.7	+ 7.1	45	46	60	47
3	+10.2	+7.7	+3.8	43	43	81	78
4	+ 8.6	+9.4	+3.7	42	43	65	60
5	+ 7.4	-2.5	+8.3	45	42	70	68
6	+9.2	+2.4	+0.0	47	42	63	56
7	+9.2	-2.7	+0.8	40	40	76	72
8	+13.2	+3.2	+9.5	40	40	NA	63
9	-14.3	-8.6	+5.1	43	37	NA	64
NY	+14.4	-5.4	+10.5	39	†	69	63
Chicago	+14.0	-14.5	+9.4	45	41	†	71
LA	+5.0	+0.0	+5.1	43	42	75	77
US	+9.9	-0.9	+6.5	44	37	69	63

*To calculate monthly inventory turnover, divide 365 calendar days by # of calendar days cost, e.g., 365/73 = 5.00x.

†Insufficient data to calculate valid number. NA - Data for this region not available for 1985.

NOTE: Beginning with the January 1986 report, statistics were produced via a new system. Regions 4 & 6 were modified and 8 & 9 are totally new. Therefore, strict comparisons to prior reports should not be made.

Region 1: CT, ME, MA, NH, RI & VT
Region 2: DE, DC, MD, NJ, NY & PA (excluding NY Metro)
Region 3: AL, FL, GA, NC, SC, TN & VA
Region 4: OH, MI, WV, KY
Region 5: CO, IA, KS, MN, MT, NE, ND, SD, WY
Region 6: UT, AZ, NV, NM, CA, HI (excluding LA Metro)
Region 7: AR, LA, MS, OK & TX
Region 8: WI, IL, IN, MO (excluding Chicago Metro)
Region 9: AK, WA, OR, ID
NY Metro: NY: New York City, Long Island and Westchester Co. NJ: Counties of Bergen, Essex, Hudson, Middlesex, Passaic and Union
Chicago Metro: IL: City of Chicago and Cook, DuPage and Lake Cos. IN: Lake Co.
LA Metro: Cities: Los Angeles, and San Diego. Counties: Los Angeles, San Diego, Orange and Ventura (and neighboring parts of Riverside and San Bernadino)

Selling Days
The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

Days Outstanding
The number of days outstanding on this report are calculated by adding the current month's sales and the previous month's sales and dividing the total by the number of calendar days of the two months. The result is a figure representing average sales per calendar day.

The total figure provided for closing accounts and notes receivable is divided by the average sales per calendar day. The result is the number of days outstanding at the end of the month being prepared.

NPTA's Research Department Programs and Services

Following is a brief outline of the many Research and Statistical (Management Information) services available to you as a member of NPTA.

Yearly PAR Reports

The PAR (Performance Analysis Report) program is a yearly financial survey of NPTA members' operations. There is no cost to participate and receive the PAR Report. Typically, over 250 distributor locations operated by almost 200 firms participate. They represent over $7 billion in annual sales.

A confidential, customized professional report is prepared for you by NPTA's management consultant firm, Management Foresight, Inc. (MFI) of Columbus, OH. But, you must submit a completed questionnaire to MFI to receive a report.

There are two options, the regular PAR or the new short PAR. The regular PAR provides you with 300+ financial ratios and is very comprehensive. An Executive Summary is available (25 pages, 45 key ratios) for $50 which will help you understand better the detailed report you receive. A 1-year PAR is free, and comes with a PAR User's Manual.

The short PAR is obtained after filing a condensed questionnaire (3 pages of line items). This report will be roughly 25 pages, and contain 45 or so of the most critical financial measures. Again, this 1-year PAR is free. No Executive Summary is available, though.

Two and 3-year Trend PARs are available for both of the above, at very reasonable costs.

Quarterly Business Conditions Report

This report is free and available *only* to participants in the survey, which takes place every three months. A confidential 1-page survey form is sent to NPTA member participants, then the data returned is processed and customized reports are produced. Ten key ratios track: sales, gross margins, expenses, inventory turnover, receivables and order sizes. Your firm's results are ranked against regional and U.S. averages, quarterly and year-to-date by printing, industrial and dual merchant groups.

Monthly Sales Report

NPTA conducts a monthly survey of sales, receivables and inventory activity. "Pink forms" are sent to members by NPTA to collect this data. Responses by members are totally confidential. The report produced tracks 5 major measures, by printing and industrial paper class, for 9 NPTA regions and a U.S. average. The Paper Merchant Sales Report is mailed to each company's headquarters and every branch office the first week of every month and is free of cost.

This survey represents over $2.1 billion in industrial paper sales and $5.3 billion in printing paper sales annually by participants.

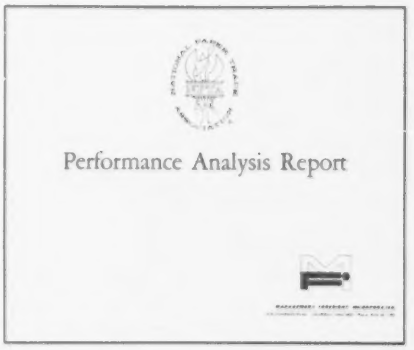
Market Research

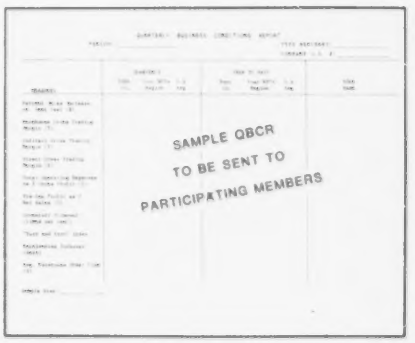
You may call or write NPTA at any time throughout the year with questions of a financial nature, or related to the size of the market, market segments, etc. Questions concerning computer hardware/software, sales compensation, personnel productivity, warehousing, publications and referrals to consultants specializing in specific areas are routinely answered—usually within one day.

Financial Consulting

Management Foresight's co-founders (Dr. Peter Mullins and Dr. Ron Foster) can perform customized consulting at your premises or theirs. Profit improvement, measuring customer and product line profitability, financial modeling, etc. are their specialties.

- All reports (PAR, Quarterly Business Conditions Report, Sales Report) are filed confidentially. A 5-digit ID number—not your company name—is all that appears on survey forms.
- All reports (except trend PARs) are FREE if you participate.





For more information contact the NPTA Research Department at: 516-829-3070

PAPER MERCHANT SALES REPORT NOVEMBER 1986

NPTA Region	Sales Per Selling Day November 1986 - Compared To - November 1985	Sales Per Selling Day November 1986 - Compared To - October 1986	Sales Per Selling Day 1986 Year-to-Date - Compared To - 1985 Year-to-Date	Days Outstanding (Accounts & Notes) At Close of Nov. 1985	Days Outstanding (Accounts & Notes) At Close of Nov. 1986	Calendar Day Cost* of Ending Oct. Inventory 1985	Calendar Day Cost* of Ending Oct. Inventory 1986
INDUSTRIAL							
1	- 0.8	+ 4.4	+ 0.3	42	49	59	64
2	+10.0	+ 2.9	+ 4.6	36	36	44	49
3	+ 8.0	+ 0.9	+ 4.3	39	40	57	59
4	+11.5	+ 2.8	+ 5.5	39	35	49	51
5	+ 5.5	+ 4.0	+ 2.1	33	32	56	60
6	+ 2.8	- 3.9	- 3.5	44	41	50	56
7	- 2.4	+ 6.5	- 4.9	36	37	51	61
8	+14.9	+ 4.1	+ 5.2	36	34	48	56
9	+ 3.6	- 9.3	+ 2.3	NA	41	NA	57
NY	+ 1.6	- 2.8	+ 5.4	47	49	50	54
Chicago	+ 3.5	+ 4.5	+ 3.1	39	38	43	46
LA	+17.2	- 2.2	- 0.5	50	44	70	†
US	+ 7.1	+ 1.3	+ 1.9	39	38	52	57
PRINTING							
1	+15.7	+ 5.2	+10.3	52	53	60	†
2	+ 9.9	+ 4.8	+ 3.1	45	43	64	53
3	+ 6.2	- 6.7	+ 4.1	42	42	88	72
4	+12.6	+ 5.1	+ 4.9	41	40	52	53
5	+17.2	+ 6.8	+ 9.0	42	32	76	61
6	+17.6	+ 2.1	+ 2.0	42	40	64	60
7	- 3.7	- 6.7	+ 0.6	38	40	77	63
8	+17.2	+ 0.5	+11.0	39	38	70	58
9	+10.6	- 1.0	+ 7.5	NA	39	NA	62
NY	+14.3	+ 4.5	+10.9	42	†	69	55
Chicago	+24.7	+14.3	+ 9.8	45	43	76	†
LA	+ 7.4	+ 5.9	+ 4.9	42	41	76	71
US	+11.8	+ 2.6	+ 7.1	43	36	74	59

*To calculate monthly inventory turnover, divide 365 calendar days by # of calendar days cost, e.g., 365/73 = 5.00x.

†Insufficient data to calculate valid number. NA - Data for this region not available for 1985.

NOTE: Beginning with January 1986 report, statistics were produced via a new system. Regions 4 & 6 were modified and 8 & 9 are totally new. Therefore, strict comparisons to prior reports should not be made.

Region 1: CT, ME, MA, NH, RI & VT
Region 2: DE, DC, MD, NJ, NY & PA (excluding NY Metro)
Region 3: AL, FL, GA, NC, SC, TN & VA
Region 4: OH, MI, WV, KY
Region 5: CO, IA, KS, MN, MT, NE, ND, SD, WY
Region 6: UT, AZ, NV, NM, CA, HI (excluding LA Metro)
Region 7: AR, LA, MS, OK & TX
Region 8: WI, IL, IN, MO (excluding Chicago Metro)
Region 9: AK, WA, OR, ID
NY Metro: NY: New York City, Long Island and Westchester Co. NJ: Counties of Bergen, Essex, Hudson, Middlesex, Passaic and Union
Chicago Metro: IL: City of Chicago and Cook, DuPage and Lake Cos. IN: Lake Co.
LA Metro: Cities: Los Angeles, and San Diego. Counties: Los Angeles, San Diego, Orange and Ventura (and neighboring parts of Riverside and San Bernadino)

Selling Days
The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

Days Outstanding
The number of days outstanding on this report are calculated by adding the current month's sales and the previous month's sales and dividing the total by the number of calendar days of the two months. The result is a figure representing average sales per calendar day.

The total figure provided for closing accounts and notes receivable is divided by the average sales per calendar day. The result is the number of days outstanding at the end of the month being prepared.

1/13/87 A8240-1

NPTA's Research Department Programs and Services

Following is a brief outline of the many Research and Statistical (Management Information) services available to you as a member of NPTA.

Yearly PAR Reports

The PAR (Performance Analysis Report) program is a yearly financial survey of NPTA members' operations. There is no cost to participate and receive the PAR Report. Typically, over 250 distributor locations operated by almost 200 firms participate. They represent over $7 billion in annual sales.

A confidential, customized professional report is prepared for you by NPTA's management consultant firm, Management Foresight, Inc. (MFI) of Columbus, OH. But, you must submit a completed questionnaire to MFI to receive a report.

There are two options, the regular PAR or the new short PAR. The regular PAR provides you with 300+ financial ratios and is very comprehensive. An Executive Summary is available (25 pages, 45 key ratios) for $50 which will help you understand better the detailed report you receive. A 1-year PAR is free, and comes with a PAR User's Manual.

The short PAR is obtained after filing a condensed questionnaire (3 pages of line items). This report will be roughly 25 pages, and contain 45 or so of the most critical financial measures. Again, this 1-year PAR is free. No Executive Summary is available, though.

Two and 3-year Trend PARs are available for both of the above, at very reasonable costs.

Quarterly Business Conditions Report

This report is free and available *only* to participants in the survey, which takes place every three months. A confidential 1-page survey form is sent to NPTA member participants, then the data returned is processed and customized reports are produced. Ten key ratios track: sales, gross margins, expenses, inventory turnover, receivables and order sizes. Your firm's results are ranked against regional and U.S. averages, quarterly and year-to-date by printing, industrial and dual merchant groups.

Monthly Sales Report

NPTA conducts a monthly survey of sales, receivables and inventory activity. "Pink forms" are sent to members by NPTA to collect this data. Responses by members are totally confidential. The report produced tracks 5 major measures, by printing and industrial paper class, for 9 NPTA regions and a U.S. average. The **Paper Merchant Sales Report** is mailed to each company's headquarters and every branch office the first week of every month and is free of cost.

This survey represents over $2.1 billion in industrial paper sales and $5.3 billion in printing paper sales annually by participants.

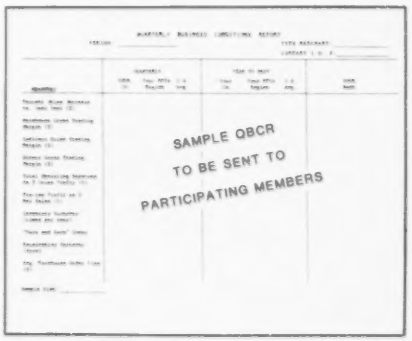
Market Research

You may call or write NPTA at any time throughout the year with questions of a financial nature, or related to the size of the market, market segments, etc. Questions concerning computer hardware/software, sales compensation, personnel productivity, warehousing, publications and referrals to consultants specializing in specific areas are routinely answered—usually within one day.

Financial Consulting

Management Foresight's co-founders (Dr. Peter Mullins and Dr. Ron Foster) can perform customized consulting at your premises or theirs. Profit improvement, measuring customer and product line profitability, financial modeling, etc. are their specialties.

- All reports (PAR, Quarterly Business Conditions Report, Sales Report) are filed confidentially. A 5-digit ID number—**not your company name**—is all that appears on survey forms.
- All reports (except trend PARs) are FREE if you participate.



For more information contact the NPTA Research Department at: 516-829-3070

2/17/87 A8140-1

PAPER MERCHANT SALES REPORT DECEMBER 1986

NPTA Region	Sales Per Selling Day December 1986 - Compared To - December 1985	Sales Per Selling Day December 1986 - Compared To - November 1986	Sales Per Selling Day 1986 Year-to-Date - Compared To - 1985 Year-to-Date	Days Outstanding (Accounts & Notes) At Close of Dec. 1985	Days Outstanding (Accounts & Notes) At Close of Dec. 1986	Calendar Day Cost* Of Ending Nov. Inventory 1985	Calendar Day Cost* Of Ending Nov. Inventory 1986
INDUSTRIAL							
1	+ 1.6	- 2.4	+ 0.6	45	49	†	75
2	+11.5	- 0.7	+ 4.9	37	38	46	48
3	+ 8.1	+ 0.3	+ 4.6	41	40	54	59
4	+ 9.8	- 5.1	+ 5.8	40	36	52	54
5	+ 2.9	- 1.5	+ 2.2	36	34	59	62
6	+ 5.4	+ 2.8	- 2.3	47	45	50	52
7	- 5.5	+ 1.8	- 5.0	35	37	58	64
8	+11.4	- 2.2	+ 5.7	36	35	54	65
9	- 5.1	+ 1.4	+ 1.9	NA	44	NA	63
NY	+28.2	+ 5.3	+ 6.6	45	50	†	56
Chicago	- 2.6	- 9.0	+ 2.6	41	37	36	50
LA	+13.0	+ 3.4	- 0.1	51	47	65	57
US	+ 5.9	- 0.5	+ 2.3	40	40	53	58
PRINTING							
1	+17.8	- 6.2	+10.9	51	53	50	46
2	+ 9.5	+ 0.3	+ 4.1	47	46	56	60
3	+10.0	+ 0.6	+ 4.6	42	45	76	76
4	+27.3	+ 1.4	+ 7.6	43	43	52	60
5	+10.6	- 7.6	+ 9.3	45	†	63	70
6	+ 8.4	- 7.7	+ 2.5	45	42	56	66
7	+ 1.7	+ 0.1	+ 0.6	38	43	75	74
8	+18.1	- 2.9	+11.6	40	40	67	63
9	+ 4.5	- 3.4	+ 7.2	NA	42	NA	†
NY	+18.0	+ 8.4	+11.4	44	46	56	63
Chicago	- 4.3	- 5.1	+10.0	43	44	69	64
LA	.0	- 7.1	+ 4.5	45	42	78	†
US	+11.2	- 1.7	+ 7.6	44	41	59	68

*To calculate monthly inventory turnover, divide 365 calendar days by # of calendar days cost, e.g., 365/73 = 5.00x.

†Insufficient data to calculate valid number. NA - Data for this region not available for 1985.

NOTE: Beginning with January 1986 report, statistics were produced via a new system. Regions 4 & 6 were modified and 8 & 9 are totally new. Therefore, strict comparisons to prior reports should not be made.

Region 1: CT, ME, MA, NH, RI & VT
Region 2: DE, DC, MD, NJ, NY & PA (excluding NY Metro)
Region 3: AL, FL, GA, NC, SC, TN & VA
Region 4: OH, MI, WV, KY
Region 5: CO, IA, KS, MN, MT, NE, ND, SD, WY
Region 6: UT, AZ, NV, NM, CA, HI (excluding LA Metro)
Region 7: AR, LA, MS, OK & TX
Region 8: WI, IL, IN, MO (excluding Chicago Metro)
Region 9: AK, WA, OR, ID
NY Metro: NY: New York City, Long Island and Westchester Co. NJ: Counties of Bergen, Essex, Hudson, Middlesex, Passaic and Union
Chicago Metro: IL: City of Chicago and Cook, DuPage and Lake Cos. IN: Lake Co.
LA Metro: Cities: Los Angeles, and San Diego. Counties: Los Angeles, San Diego, Orange and Ventura (and neighboring parts of Riverside and San Bernadino)

Selling Days
The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

Days Outstanding
The number of days outstanding on this report are calculated by adding the current month's sales and the previous month's sales and dividing the total by the number of calendar days of the two months. The result is a figure representing average sales per calendar day.

The total figure provided for closing accounts and notes receivable is divided by the average sales per calendar day. The result is the number of days outstanding at the end of the month being prepared.

NPTA's Research Department Programs and Services

Following is a brief outline of the many Research and Statistical (Management Information) services available to you as a member of NPTA.

Yearly PAR Reports

The PAR (Performance Analysis Report) program is a yearly financial survey of NPTA members' operations. There is no cost to participate and receive the PAR Report. Typically, over 250 distributor locations operated by almost 200 firms participate. They represent over $7 billion in annual sales.

A **confidential, customized** professional report is prepared for you by NPTA's management consultant firm, Management Foresight, Inc. (MFI) of Columbus, OH. But, you must submit a completed questionnaire to MFI to receive a report.

There are two options, the regular PAR or the new **short** PAR. The regular PAR provides you with 300 + financial ratios and is very comprehensive. An Executive Summary is available (25 pages, 45 key ratios) for $50 which will help you understand better the detailed report you receive. **A 1-year PAR is free**, and comes with a PAR User's Manual.

The short PAR is obtained after filing a condensed questionnaire (3 pages of line items). This report will be roughly 25 pages, and contain 45 or so of the most critical financial measures. Again, **this 1-year PAR is free**. No Executive Summary is available, though.

Two and 3-year **Trend PARs** are available for both of the above, at very reasonable costs.

Quarterly Business Conditions Report

This report is free and available *only* to participants in the survey, which takes place every three months. A confidential 1-page survey form is sent to NPTA member participants, then the data returned is processed and customized reports are produced. Ten key ratios track: sales, gross margins, expenses, inventory turnover, receivables and order sizes. Your firm's results are ranked against regional and U.S. averages, quarterly and year-to-date by printing, industrial and dual merchant groups.

Monthly Sales Report

NPTA conducts a monthly survey of sales, receivables and inventory activity. "Pink forms" are sent to members by NPTA to collect this data. Responses by members are totally confidential. The report produced tracks 5 major measures, by printing and industrial paper class, for 9 NPTA regions and a U.S. average. The **Paper Merchant Sales Report** is mailed to each company's headquarters and every branch office the first week of every month and is free of cost.

This survey represents over $2.1 billion in industrial paper sales and $5.3 billion in printing paper sales annually by participants.

Market Research

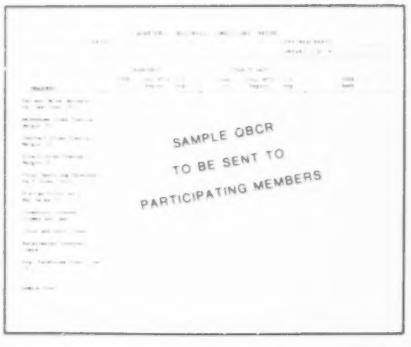
You may call or write NPTA at any time throughout the year with questions of a financial nature, or related to the size of the market, market segments, etc. Questions concerning computer hardware/software, sales compensation, personnel productivity, warehousing, publications and referrals to consultants specializing in specific areas are routinely answered—usually within one day.

Financial Consulting

Management Foresight's co-founders (Dr. Peter Mullins and Dr. Ron Foster) can perform customized consulting at your premises or theirs. Profit improvement, measuring customer and product line profitability, financial modeling, etc. are their specialties.

- All reports (PAR, Quarterly Business Conditions Report, Sales Report) are filed confidentially. A 5-digit ID number—**not your company name**—is all that appears on survey forms.

- All reports (except trend PARs) are FREE if you participate.



For more information contact the NPTA Research Department at: 516-829-3070

3/12/87 A8140-1

PAPER MERCHANT SALES REPORT

JANUARY 1987

NPTA Region	Sales Per Selling Day January 1987 - Compared To - January 1986	Sales Per Selling Day January 1987 - Compared To - December 1986	Sales Per Selling Day 1987 Year-To-Date - Compared To - 1986 Year-To-Date	Days Outstanding (Accounts & Notes) At Close of Jan. 1986	Days Outstanding (Accounts & Notes) At Close of Jan. 1987	Calendar Day Cost* of Ending Dec. Inventory 1985	Calendar Day Cost* of Ending Dec. Inventory 1986
INDUSTRIAL							
1	+ 3.8	- 3.2	+ 3.8	42	44	59	78
2	+10.7	-13.1	+10.7	36	38	47	56
3	+ 9.1	- 2.3	+ 9.1	39	40	64	62
4	+ 1.4	- 4.3	+ 1.4	41	36	68	68
5	+15.7	- 2.6	+15.7	36	32	65	64
6	+ 8.2	-19.6	+ 8.2	44	40	60	57
7	-11.0	-15.2	-11.0	34	34	62	66
8	+ 7.2	- 7.3	+ 7.2	36	35	62	65
9	- 4.0	-14.2	- 4.0	38	38	60	61
NY	+ 6.9	-11.8	+ 6.9	52	49	54	50
Chicago	+18.2	+14.4	+18.2	38	38	45	†
LA	+ 0.7	- 7.2	+ 0.7	52	45	70	55
US	+ 5.2	- 8.3	+ 5.2	40	38	60	61
PRINTING							
1	+14.9	+ 5.2	+14.9	51	51	47	57
2	+10.3	- 6.3	+10.3	46	45	60	67
3	+ 9.1	+ 2.4	+ 9.1	45	43	76	84
4	+20.9	- 2.8	+20.9	45	43	59	64
5	+15.3	+ 2.5	+15.3	47	45	86	85
6	+ 9.4	+ 1.0	+9.4	45	44	68	80
7	+10.7	+ 7.0	+10.7	41	43	75	88
8	+16.9	+ 1.9	+16.9	41	41	64	74
9	+ 4.5	+ 6.3	+ 4.5	42	39	76	81
NY	+15.8	- 6.9	+15.8	41	42	65	84
Chicago	+22.5	+10.0	+22.5	39	46	65	75
LA	+12.6	+ 5.7	+12.6	45	43	84	†
US	+13.8	+ 0.7	+13.8	45	44	68	79

*To calculate monthly inventory turnover, divide 365 calendar days by # of calendar days cost, e.g., 365/73 = 5.00x.

†Insufficient data to calculate valid number.

Region 1: CT, ME, MA, NH, RI & VT
Region 2: DE, DC, MD, NJ, NY & PA (excluding NY Metro)
Region 3: AL, FL, GA, NC, SC, TN & VA
Region 4: OH, MI, WV, KY
Region 5: CO, IA, KS, MN, MT, NE, ND, SD, WY
Region 6: UT, AZ, NV, NM, CA, HI (excluding LA Metro)
Region 7: AR, LA, MS, OK & TX
Region 8: WI, IL, IN, MO (excluding Chicago Metro)
Region 9: AK, WA, OR, ID
NY Metro: NY: New York City, Long Island and Westchester Co. NJ: Counties of Bergen, Essex, Hudson, Middlesex, Passaic and Union
Chicago Metro: IL: City of Chicago and Cook, DuPage and Lake Cos. IN: Lake Co.
LA Metro: Cities: Los Angeles, and San Diego. Counties: Los Angeles, San Diego, Orange and Ventura (and neighboring parts of Riverside and San Bernadino)

Selling Days
The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

Days Outstanding
The number of days outstanding on this report are calculated by adding the current month's sales and the previous month's sales and dividing the total by the number of calendar days of the two months. The result is a figure representing average sales per calendar day.

The total figure provided for closing accounts and notes receivable is divided by the average sales per calendar day. The result is the number of days outstanding at the end of the month being prepared.

NPTA's Research Department Programs and Services

Following is a brief outline of the many Research and Statistical (Management Information) services available to you as a member of NPTA.

Yearly PAR Reports

The PAR (Performance Analysis Report) program is a yearly financial survey of NPTA members' operations. There is no cost to participate and receive the PAR Report. Typically, over 250 distributor locations operated by almost 200 firms participate. They represent over $7 billion in annual sales.

A confidential, customized professional report is prepared for you by NPTA's management consultant firm, Management Foresight, Inc. (MFI) of Columbus, OH. But, you must submit a completed questionnaire to MFI to receive a report.

There are two options, the regular PAR or the new short PAR. The regular PAR provides you with 300+ financial ratios and is very comprehensive. An Executive Summary is available (25 pages, 45 key ratios) for $50 which will help you understand better the detailed report you receive. A 1-year PAR is free, and comes with a PAR User's Manual.

The short PAR is obtained after filing a condensed questionnaire (3 pages of line items). This report will be roughly 25 pages, and contain 45 or so of the most critical financial measures. Again, this 1-year PAR is free. No Executive Summary is available, though.

Two and 3-year Trend PARs are available for both of the above, at very reasonable costs.

Quarterly Business Conditions Report

This report is free and available *only* to participants in the survey, which takes place every three months. A confidential 1-page survey form is sent to NPTA member participants, then the data returned is processed and customized reports are produced. Ten key ratios track: sales, gross margins, expenses, inventory turnover, receivables and order sizes. Your firm's results are ranked against regional and U.S. averages, quarterly and year-to-date by printing, industrial and dual merchant groups.

Monthly Sales Report

NPTA conducts a monthly survey of sales, receivables and inventory activity. "Pink forms" are sent to members by NPTA to collect this data. Responses by members are totally confidential. The report produced tracks 5 major measures, by printing and industrial paper class, for 9 NPTA regions and a U.S. average. The Paper Merchant Sales Report is mailed to each company's headquarters and every branch office the first week of every month and is free of cost.

This survey represents over $2.1 billion in industrial paper sales and $5.3 billion in printing paper sales annually by participants.

Market Research

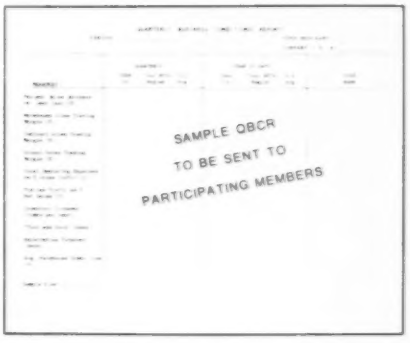
You may call or write NPTA at any time throughout the year with questions of a financial nature, or related to the size of the market, market segments, etc. Questions concerning computer hardware/software, sales compensation, personnel productivity, warehousing, publications and referrals to consultants specializing in specific areas are routinely answered—usually within one day.

Financial Consulting

Management Foresight's co-founders (Dr. Peter Mullins and Dr. Ron Foster) can perform customized consulting at your premises or theirs. Profit improvement, measuring customer and product line profitability, financial modeling, etc. are their specialties.

- All reports (PAR, Quarterly Business Conditions Report, Sales Report) are filed confidentially. A 5-digit ID number—not your company name—is all that appears on survey forms.

- All reports (except trend PARs) are FREE if you participate.



For more information contact the NPTA Research Department at: 516-829-3070

4/15/87 A8140-1

PAPER MERCHANT SALES REPORT FEBRUARY 1987

NPTA Region	Sales Per Selling Day February 1987 - Compared To - February 1986	Sales Per Selling Day February 1987 - Compared To - January 1987	Sales Per Selling Day 1987 Year-To-Date - Compared To - 1986 Year-To-Date	Days Outstanding (Accounts & Notes) At. Close of Feb. 1986	1987	Calandar Day Cost* of Ending Jan. Inventory 1986	1987
INDUSTRIAL							
1	+ 3.8	- 1.1	+ 7.1	42	42	58	†
2	+ 9.1	+ 9.7	+ 9.0	35	38	44	58
3	+ 6.7	+ 1.4	+ 7.9	38	39	59	65
4	+ 9.9	+ 7.2	+ 5.2	38	38	59	57
5	+12.2	+ 4.0	+10.5	34	35	65	66
6	+11.1	+ 3.9	+ 9.6	45	41	61	65
7	- 0.5	+ 7.9	- 2.9	34	35	59	64
8	+14.7	+ 9.1	+11.0	35	37	67	63
9	+10.5	+ 5.0	+ 1.0	38	39	52	54
NY	+13.5	+12.5	+10.6	45	48	53	45
Chicago	+ 4.8	- 9.5	+ 8.3	38	39	45	46
LA	+11.5	+ 1.5	+ 5.7	46	45	67	†
US	+ 8.8	+ 5.1	+ 7.3	38	39	58	62
PRINTING							
1	+13.8	+ 3.9	+22.7	49	48	70	53
2	+ 4.6	+ 6.9	- 3.8	45	46	65	64
3	+ 7.5	+ 2.8	+ 4.1	42	43	85	78
4	+18.3	+ 6.3	+19.4	40	44	68	58
5	+15.6	+ 6.3	+20.7	42	42	87	72
6	+ 9.7	+ 1.1	+ 9.5	41	43	78	69
7	- 1.1	- 1.4	- 2.0	40	40	78	72
8	+21.5	+ 6.5	+13.5	39	38	70	72
9	+12.8	+ 5.4	+10.1	39	38	78	81
NY	+ 9.2	+ 4.3	+ 7.7	39	42	60	80
Chicago	+ 2.8	-12.9	+12.4	41	41	75	67
LA	+13.8	+ 0.4	+13.2	42	39	91	†
US	+11.0	+ 2.8	+10.3	42	42	75	70

*To calculate monthly inventory turnover, divide 365 calendar days by # of calendar days cost, e.g., 365/73 = 5.00x.
†Insufficient data to calculate valid number.

Region 1: CT, ME, MA, NH, RI & VT
Region 2: DE, DC, MD, NJ, NY & PA (excluding NY Metro)
Region 3: AL, FL, GA, NC, SC, TN & VA
Region 4: OH, MI, WV, KY
Region 5: CO, IA, KS, MN, MT, NE, ND, SD, WY
Region 6: UT, AZ, NV, NM, CA, HI (excluding LA Metro)
Region 7: AR, LA, MS, OK & TX
Region 8: WI, IL, IN, MO (excluding Chicago Metro)
Region 9: AK, WA, OR, ID
NY Metro: NY: New York City, Long Island and Westchester Co. NJ: Counties of Bergen, Essex, Hudson, Middlesex, Passaic and Union
Chicago Metro: IL: City of Chicago and Cook, DuPage and Lake Cos. IN: Lake Co.
LA Metro: Cities: Los Angeles, and San Diego. Counties: Los Angeles, San Diego, Orange and Ventura (and neighboring parts of Riverside and San Bernadino)

Selling Days

The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

Days Outstanding

The number of days outstanding on this report are calculated by adding the current month's sales and the previous month's sales and dividing the total by the number of calendar days of the two months. The result is a figure representing average sales per calendar day.

The total figure provided for closing accounts and notes receivable is divided by the average sales per calendar day. The result is the number of days outstanding at the end of the month being prepared.

NPTA's Research Department Programs and Services

Following is a brief outline of the many Research and Statistical (Management Information) services available to you as a member of NPTA.

Yearly PAR Reports

The PAR (Performance Analysis Report) program is a yearly financial survey of NPTA members' operations. There is no cost to participate and receive the PAR Report. Typically, over 250 distributor locations operated by almost 200 firms participate. They represent over $7 billion in annual sales.

A **confidential, customized** professional report is prepared for you by NPTA's management consultant firm, Management Foresight, Inc. (MFI) of Columbus, OH. But, you must submit a completed questionnaire to MFI to receive a report.

There are two options, the regular PAR or the new **short PAR**. The regular PAR provides you with 300 + financial ratios and is very comprehensive. An Executive Summary is available (25 pages, 45 key ratios) for $50 which will help you understand better the detailed report you receive. A **1-year PAR is free**, and comes with a PAR User's Manual.

The short PAR is obtained after filing a condensed questionnaire (3 pages of line items). This report will be roughly 25 pages, and contain 45 or so of the most critical financial measures. Again, this **1-year PAR is free**. No Executive Summary is available, though.

Two and 3-year **Trend PARs** are available for both of the above, at very reasonable costs.

Quarterly Business Conditions Report

This report is free and available *only* to participants in the survey, which takes place every three months. A confidential 1-page survey form is sent to NPTA member participants, then the data returned is processed and customized reports are produced. Ten key ratios track: sales, gross margins, expenses, inventory turnover, receivables and order sizes. Your firm's results are ranked against regional and U.S. averages, quarterly and year-to-date by printing, industrial and dual merchant groups.

Monthly Sales Report

NPTA conducts a monthly survey of sales, receivables and inventory activity. "Pink forms" are sent to members by NPTA to collect this data. Responses by members are totally confidential. The report produced tracks 5 major measures, by printing and industrial paper class, for 9 NPTA regions and a U.S. average. The **Paper Merchant Sales Report** is mailed to each company's headquarters and every branch office the first week of every month and is free of cost.

This survey represents over $2.1 billion in industrial paper sales and $5.3 billion in printing paper sales annually by participants.

Market Research

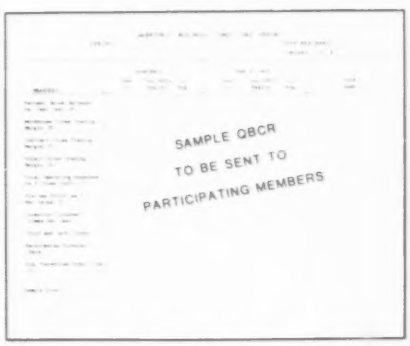
You may call or write NPTA at any time throughout the year with questions of a financial nature, or related to the size of the market, market segments, etc. Questions concerning computer hardware/software, sales compensation, personnel productivity, warehousing, publications and referrals to consultants specializing in specific areas are routinely answered—usually within one day.

Financial Consulting

Management Foresight's co-founders (Dr. Peter Mullins and Dr. Ron Foster) can perform customized consulting at your premises or theirs. Profit improvement, measuring customer and product line profitability, financial modeling, etc. are their specialties.

- All reports (PAR, Quarterly Business Conditions Report, Sales Report) are filed confidentially. A 5-digit ID number—**not your company name**—is all that appears on survey forms.

- All reports (except trend PARs) are FREE if you participate.



For more information contact the NPTA Research Department at: 516-829-3070

5/12/87 A8140-1

PAPER MERCHANT SALES REPORT

MARCH 1987

NPTA Region	Sales Per Selling Day March 1987 - Compared To - March 1986	Sales Per Selling Day March 1987 - Compared To - February 1987	Sales Per Selling Day 1987 Year-To-Date - Compared To - 1986 Year-To-Date	Days Outstanding (Accounts & Notes) At Close of Mar. 1986	1987	Calandar Day Cost* of Ending Feb. Inventory 1986	1987
INDUSTRIAL							
1	+ 2.2	+ 1.3	+ 8.1	42	41	67	65
2	+ 8.9	+ 0.7	+ 4.7	35	36	52	58
3	+ 6.3	+ 1.0	+ 6.9	38	39	58	65
4	+ 4.6	- 7.2	+ 4.8	42	35	61	55
5	+12.5	+ 1.6	+10.2	34	34	65	63
6	+ 1.9	- 3.2	+ 6.9	42	40	59	60
7	+ 1.8	+ 2.9	- 2.6	36	35	64	63
8	+11.1	- 1.0	+ 9.1	36	34	47	63
9	- 1.5	- 6.0	+ 0.2	42	39	65	†
NY	+16.4	- 3.1	+14.7	45	43	52	44
Chicago	+ 4.7	+ 1.3	+ 5.5	37	35	42	47
LA	+ 5.7	+ 0.5	+ 8.3	48	45	65	50
US	+ 5.7	- 0.9	+ 6.0	39	38	59	61
PRINTING							
1	+ 7.2	+ 0.3	+ 0.4	49	47	59	48
2	+17.1	+ 9.2	+ 6.1	44	43	58	61
3	+ 4.1	+ 1.4	+18.9	41	41	78	79
4	+ 8.2	- 9.0	+15.5	41	42	62	55
5	+12.4	- 0.5	+16.3	43	42	77	73
6	+ 2.6	+ 0.7	+ 7.3	43	44	67	74
7	+ 4.1	+ 4.5	+ 6.3	40	39	68	75
8	+18.1	- 1.2	+20.6	39	37	65	65
9	+ 6.0	-14.6	+ 8.9	40	36	65	70
NY	+13.4	- 0.6	+10.5	40	40	72	72
Chicago	+14.5	+ 6.0	+13.1	42	42	73	66
LA	+ 6.7	- 1.5	+13.1	43	42	77	†
US	+ 9.6	0.0	+10.8	42	41	69	71

*To calculate monthly inventory turnover, divide 365 calendar days by # of calendar days cost, e.g., 365/73 = 5.00x.

†Insufficient data to calculate valid number.

NOTE: CORRECTION FOR FEBRUARY 1987 REPORT

Region 2 Printing Paper Year-To-Date Sales Per Selling Day should be +3.2% (not -3.8%)

Region 1: CT, ME, MA, NH, RI & VT
Region 2: DE, DC, MD, NJ, NY & PA (excluding NY Metro)
Region 3: AL, FL, GA, NC, SC, TN & VA
Region 4: OH, MI, WV, KY
Region 5: CO, IA, KS, MN, MT, NE, ND, SD, WY
Region 6: UT, AZ, NV, NM, CA, HI (excluding LA Metro)
Region 7: AR, LA, MS, OK & TX
Region 8: WI, IL, IN, MO (excluding Chicago Metro)
Region 9: AK, WA, OR, ID
NY Metro: NY: New York City, Long Island and Westchester Co. NJ: Counties of Bergen, Essex, Hudson, Middlesex, Passaic and Union
Chicago Metro: IL: City of Chicago and Cook, DuPage and Lake Cos. IN: Lake Co.
LA Metro: Cities: Los Angeles, and San Diego. Counties: Los Angeles, San Diego, Orange and Ventura (and neighboring parts of Riverside and San Bernadino)

Selling Days

The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

Days Outstanding

The number of days outstanding on this report are calculated by adding the current month's sales and the previous month's sales and dividing the total by the number of calendar days of the two months. The result is a figure representing average sales per calendar day.

The total figure provided for closing accounts and notes receivable is divided by the average sales per calendar day. The result is the number of days outstanding at the end of the month being prepared.

NPTA's Research Department Programs and Services

Following is a brief outline of the many Research and Statistical (Management Information) services available to you as a member of NPTA.

Yearly PAR Reports

The PAR (Performance Analysis Report) program is a yearly financial survey of NPTA members' operations. There is no cost to participate and receive the PAR Report. Typically, over 250 distributor locations operated by almost 200 firms participate. They represent over $7 billion in annual sales.

A confidential, customized professional report is prepared for you by NPTA's management consultant firm, Management Foresight, Inc. (MFI) of Columbus, OH. But, you must submit a completed questionnaire to MFI to receive a report.

There are two options, the regular PAR or the new short PAR. The regular PAR provides you with 300+ financial ratios and is very comprehensive. An Executive Summary is available (25 pages, 45 key ratios) for $50 which will help you understand better the detailed report you receive. A 1-year PAR is free, and comes with a PAR User's Manual.

The short PAR is obtained after filing a condensed questionnaire (3 pages of line items). This report will be roughly 25 pages, and contain 45 or so of the most critical financial measures. Again, this 1-year PAR is free. No Executive Summary is available, though.

Two and 3-year Trend PARs are available for both of the above, at very reasonable costs.

Quarterly Business Conditions Report

This report is free and available *only* to participants in the survey, which takes place every three months. A confidential 1-page survey form is sent to NPTA member participants, then the data returned is processed and customized reports are produced. Ten key ratios track: sales, gross margins, expenses, inventory turnover, receivables and order sizes. Your firm's results are ranked against regional and U.S. averages, quarterly and year-to-date by printing, industrial and dual merchant groups.

Monthly Sales Report

NPTA conducts a monthly survey of sales, receivables and inventory activity. "Pink forms" are sent to members by NPTA to collect this data. Responses by members are totally confidential. The report produced tracks 5 major measures, by printing and industrial paper class, for 9 NPTA regions and a U.S. average. The Paper Merchant Sales Report is mailed to each company's headquarters and every branch office the first week of every month and is free of cost.

This survey represents over $2.1 billion in industrial paper sales and $5.3 billion in printing paper sales annually by participants.

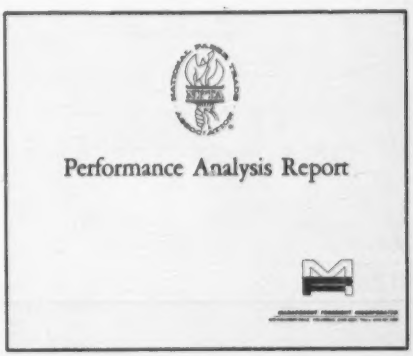
Market Research

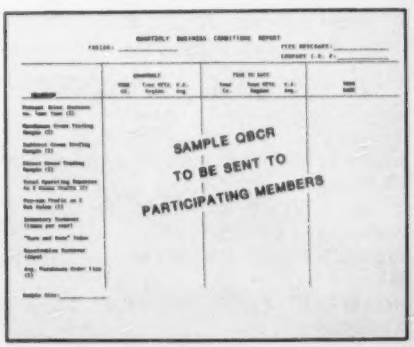
You may call or write NPTA at any time throughout the year with questions of a financial nature, or related to the size of the market, market segments, etc. Questions concerning computer hardware/software, sales compensation, personnel productivity, warehousing, publications and referrals to consultants specializing in specific areas are routinely answered—usually within one day.

Financial Consulting

Management Foresight's co-founders (Dr. Peter Mullins and Dr. Ron Foster) can perform customized consulting at your premises or theirs. Profit improvement, measuring customer and product line profitability, financial modeling, etc. are their specialties.

- All reports (PAR, Quarterly Business Conditions Report, Sales Report) are filed confidentially. A 5-digit ID number—not your company name—is all that appears on survey forms.
- All reports (except trend PARs) are FREE if you participate.





For more information contact the NPTA Research Department at: 516-829-3070

6/15/87 A8140-1

PAPER MERCHANT SALES REPORT

APRIL 1987

NPTA Region	Sales Per Selling Day April 1987 - Compared To - April 1986	Sales Per Selling Day April 1987 - Compared To - March 1987	Sales Per Selling Day 1987 Year-To-Date - Compared To - 1986 Year-To-Date	Days Outstanding (Accounts & Notes) At Close of Apr. 1986	1987	Calandar Day Cost* of Ending March Inventory 1986	1987
INDUSTRIAL							
1	- 2.0	- 6.1	+ 4.7	45	41	67	62
2	+11.0	+ 9.2	+ 4.9	34	36	53	64
3	+ 7.8	+ 3.0	+ 7.0	36	35	59	62
4	+ 6.2	+10.3	+ 5.2	36	34	64	58
5	+ 8.0	+ 8.4	+11.5	32	33	65	62
6	+11.6	+12.2	+ 8.2	41	40	58	64
7	+ 0.4	- 2.2	- 1.7	35	33	70	62
8	+ 7.4	- 1.4	+ 8.6	36	35	61	59
9	+ 7.7	+ 7.7	+ 4.0	38	38	66	68
NY	+13.3	- 4.0	+11.3	47	46	57	43
Chicago	+13.1	+ 1.2	+ 7.2	39	34	53	56
LA	+ 9.0	+ 6.1	+ 8.5	46	43	71	57
US	+ 7.5	+ 4.8	+ 6.1	37	37	61	61
PRINTING							
1	+ 7.2	- 6.8	+ 1.6	50	46	59	†
2	+11.2	- 3.2	+18.6	45	40	58	51
3	+ 7.5	- 0.2	+22.0	41	36	78	75
4	+18.2	+10.8	+16.2	41	42	59	59
5	+10.5	- 0.1	+13.4	42	40	75	70
6	+13.1	+ 7.9	+ 8.9	42	39	64	69
7	- 5.4	- 4.5	+ 2.9	40	39	71	69
8	+21.5	- 1.4	+20.8	39	38	66	62
9	+18.8	+ 9.3	+13.9	38	37	71	75
NY	+15.0	- 6.9	+14.5	39	40	66	68
Chicago	+ 6.6	- 5.8	+11.2	39	40	71	64
LA	+ 2.1	- 1.5	+10.2	42	39	77	†
US	+10.2	- 0.7	+12.0	42	40	68	67

*To calculate monthly inventory turnover, divide 365 calendar days by # of calendar days cost, e.g., 365/73 = 5.00x.

†Insufficient data to calculate valid number.

Region 1: CT, ME, MA, NH, RI & VT
Region 2: DE, DC, MD, NJ, NY & PA (excluding NY Metro)
Region 3: AL, FL, GA, NC, SC, TN & VA
Region 4: OH, MI, WV, KY
Region 5: CO, IA, KS, MN, MT, NE, ND, SD, WY
Region 6: UT, AZ, NV, NM, CA, HI (excluding LA Metro)
Region 7: AR, LA, MS, OK & TX
Region 8: WI, IL, IN, MO (excluding Chicago Metro)
Region 9: AK, WA, OR, ID
NY Metro: NY: New York City, Long Island and Westchester Co. NJ: Counties of Bergen, Essex, Hudson, Middlesex, Passaic and Union
Chicago Metro: IL: City of Chicago and Cook, DuPage and Lake Cos. IN: Lake Co.
LA Metro: Cities: Los Angeles, and San Diego. Counties: Los Angeles, San Diego, Orange and Ventura (and neighboring parts of Riverside and San Bernadino)

Selling Days
The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

Days Outstanding
The number of days outstanding on this report are calculated by adding the current month's sales and the previous month's sales and dividing the total by the number of calendar days of the two months. The result is a figure representing average sales per calendar day.

The total figure provided for closing accounts and notes receivable is divided by the average sales per calendar day. The result is the number of days outstanding at the end of the month being prepared.

NPTA's Research Department Programs and Services

Following is a brief outline of the many Research and Statistical (Management Information) services available to you as a member of NPTA.

Yearly PAR Reports

The PAR (Performance Analysis Report) program is a yearly financial survey of NPTA members' operations. There is no cost to participate and receive the PAR Report. Typically, over 250 distributor locations operated by almost 200 firms participate. They represent over $7 billion in annual sales.

A confidential, customized professional report is prepared for you by NPTA's management consultant firm, Management Foresight, Inc. (MFI) of Columbus, OH. But, you must submit a completed questionnaire to MFI to receive a report.

There are two options, the regular PAR or the new short PAR. The regular PAR provides you with 300+ financial ratios and is very comprehensive. An Executive Summary is available (25 pages, 45 key ratios) for $50 which will help you understand better the detailed report you receive. A 1-year PAR is free, and comes with a PAR User's Manual.

The short PAR is obtained after filing a condensed questionnaire (3 pages of line items). This report will be roughly 25 pages, and contain 45 or so of the most critical financial measures. Again, this 1-year PAR is free. No Executive Summary is available, though.

Two and 3-year Trend PARs are available for both of the above, at very reasonable costs.

Quarterly Business Conditions Report

This report is free and available *only* to participants in the survey, which takes place every three months. A confidential 1-page survey form is sent to NPTA member participants, then the data returned is processed and customized reports are produced. Ten key ratios track: sales, gross margins, expenses, inventory turnover, receivables and order sizes. Your firm's results are ranked against regional and U.S. averages, quarterly and year-to-date by printing, industrial and dual merchant groups.

Monthly Sales Report

NPTA conducts a monthly survey of sales, receivables and inventory activity. "Pink forms" are sent to members by NPTA to collect this data. Responses by members are totally confidential. The report produced tracks 5 major measures, by printing and industrial paper class, for 9 NPTA regions and a U.S. average. The Paper Merchant Sales Report is mailed to each company's headquarters and every branch office the first week of every month and is free of cost.

This survey represents over $2.1 billion in industrial paper sales and $5.3 billion in printing paper sales annually by participants.

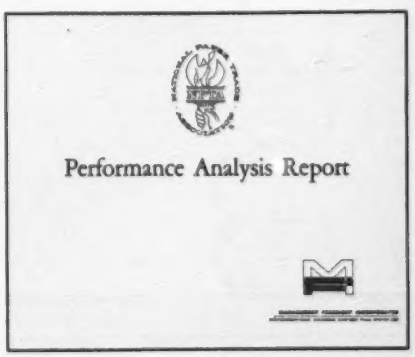
Market Research

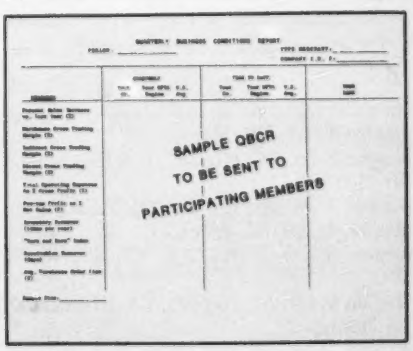
You may call or write NPTA at any time throughout the year with questions of a financial nature, or related to the size of the market, market segments, etc. Questions concerning computer hardware/software, sales compensation, personnel productivity, warehousing, publications and referrals to consultants specializing in specific areas are routinely answered—usually within one day.

Financial Consulting

Management Foresight's co-founders (Dr. Peter Mullins and Dr. Ron Foster) can perform customized consulting at your premises or theirs. Profit improvement, measuring customer and product line profitability, financial modeling, etc. are their specialties.

- All reports (PAR, Quarterly Business Conditions Report, Sales Report) are filed confidentially. A 5-digit ID number—not your company name—is all that appears on survey forms.
- All reports (except trend PARs) are FREE if you participate.





For more information contact the NPTA Research Department at: 516-829-3070

7/15/87 A8140-1

PAPER MERCHANT SALES REPORT

MAY 1987

NPTA Region	Sales Per Selling Day May 1987 - Compared To - May 1986	Sales Per Selling Day May 1987 - Compared To - April 1987	Sales Per Selling Day 1987 Year-To-Date - Compared To - 1986 Year-To-Date	Days Outstanding (Accounts & Notes) At Close of May 1986	Days Outstanding (Accounts & Notes) At Close of May 1987	Calender Day Cost* of Ending April Inventory 1986	Calender Day Cost* of Ending April Inventory 1987
INDUSTRIAL							
1	- 8.5	- 0.8	- 0.3	41	43	68	60
2	+10.9	+ 0.6	+ 5.7	34	35	51	55
3	+10.6	+ 7.6	+ 7.7	37	36	60	56
4	+ 7.3	- 1.4	+ 5.7	36	37	62	57
5	+ 4.1	-10.6	+10.4	32	34	63	60
6	+17.9	+ 4.1	+10.1	42	43	77	61
7	+ 4.0	+ 4.6	+ 1.4	35	35	64	63
8	+13.5	+ 8.1	+12.4	35	37	55	58
9	+ 7.0	+ 2.5	+10.5	40	39	65	67
NY	+19.0	+ 5.0	+15.5	46	47	75	†
Chicago	+18.9	+23.0	+11.9	40	40	48	50
LA	+ 2.2	- 6.0	+ 6.4	46	45	63	51
US	+ 8.6	+ 1.7	+ 7.2	38	38	63	57
PRINTING							
1	+ 9.9	- 0.5	+11.3	50	48	61	†
2	+20.4	+ 3.3	+22.9	44	41	62	50
3	+15.2	+ 0.4	+11.5	41	38	71	75
4	+13.5	-11.7	+15.8	39	41	57	53
5	+ 7.1	- 5.6	+10.7	42	41	77	73
6	+ 8.1	- 9.3	+ 8.7	42	40	66	63
7	+ 4.5	- 0.2	+ 4.8	39	40	75	69
8	+16.7	- 2.3	+23.3	39	39	67	60
9	+28.4	+ 2.8	+14.5	38	36	72	68
NY	+13.8	- 2.7	+14.9	39	42	59	63
Chicago	+ 3.0	- 2.4	+ 10.1	43	44	79	61
LA	+11.7	+ 3.8	+ 9.3	41	39	76	89
US	+12.4	- 2.3	+12.9	42	41	68	66

*To calculate monthly inventory turnover, divide 365 calendar days by # of calendar days cost, e.g., 365/73 = 5.00x.

†Insufficient data to calculate valid number.

NOTE: Region 3 Corrections Printing Paper

YEAR-TO-DATE SALES PER SELLING DAY:

March 1987 should be +11.3% (not +18.9%) and April 1987 should be +10.3% (not +22%)

Region 1: CT, ME, MA, NH, RI & VT
Region 2: DE, DC, MD, NJ, NY & PA (excluding NY Metro)
Region 3: AL, FL, GA, NC, SC, TN & VA
Region 4: OH, MI, WV, KY
Region 5: CO, IA, KS, MN, MT, NE, ND, SD, WY
Region 6: UT, AZ, NV, NM, CA, HI (excluding LA Metro)
Region 7: AR, LA, MS, OK & TX
Region 8: WI, IL, IN, MO (excluding Chicago Metro)
Region 9: AK, WA, OR, ID
NY Metro: NY: New York City, Long Island and Westchester Co. NJ: Counties of Bergen, Essex, Hudson, Middlesex, Passaic and Union
Chicago Metro: IL: City of Chicago and Cook, DuPage and Lake Cos. IN: Lake Co.
LA Metro: Cities: Los Angeles, and San Diego. Counties: Los Angeles, San Diego, Orange and Ventura (and neighboring parts of Riverside and San Bernadino)

Selling Days

The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

Days Outstanding

The number of days outstanding on this report are calculated by adding the current month's sales and the previous month's sales and dividing the total by the number of calendar days of the two months. The result is a figure representing average sales per calendar day.

The total figure provided for closing accounts and notes receivable is divided by the average sales per calendar day. The result is the number of days outstanding at the end of the month being prepared.

NPTA's Research Department Programs and Services

Following is a brief outline of the many Research and Statistical (Management Information) services available to you as a member of NPTA.

Yearly PAR Reports

The PAR (Performance Analysis Report) program is a yearly financial survey of NPTA members' operations. There is no cost to participate and receive the PAR Report. Typically, over 250 distributor locations operated by almost 200 firms participate. They represent over $7 billion in annual sales.

A confidential, customized professional report is prepared for you by NPTA's management consultant firm, Management Foresight, Inc. (MFI) of Columbus, OH. But, you must submit a completed questionnaire to MFI to receive a report.

There are two options, the regular PAR or the new short PAR. The regular PAR provides you with 300+ financial ratios and is very comprehensive. An Executive Summary is available (25 pages, 45 key ratios) for $50 which will help you understand better the detailed report you receive. A 1-year PAR is free, and comes with a PAR User's Manual.

The short PAR is obtained after filing a condensed questionnaire (3 pages of line items). This report will be roughly 25 pages, and contain 45 or so of the most critical financial measures. Again, this 1-year PAR is free. No Executive Summary is available, though.

Two and 3-year Trend PARs are available for both of the above, at very reasonable costs.

Quarterly Business Conditions Report

This report is free and available *only* to participants in the survey, which takes place every three months. A confidential 1-page survey form is sent to NPTA member participants, then the data returned is processed and customized reports are produced. Ten key ratios track: sales, gross margins, expenses, inventory turnover, receivables and order sizes. Your firm's results are ranked against regional and U.S. averages, quarterly and year-to-date by printing, industrial and dual merchant groups.

Monthly Sales Report

NPTA conducts a monthly survey of sales, receivables and inventory activity. "Pink forms" are sent to members by NPTA to collect this data. Responses by members are totally confidential. The report produced tracks 5 major measures, by printing and industrial paper class, for 9 NPTA regions and a U.S. average. The Paper Merchant Sales Report is mailed to each company's headquarters and every branch office the first week of every month and is free of cost.

This survey represents over $2.1 billion in industrial paper sales and $5.3 billion in printing paper sales annually by participants.

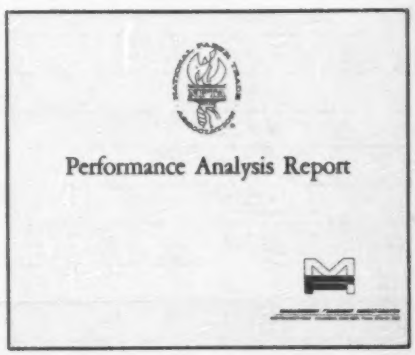
Market Research

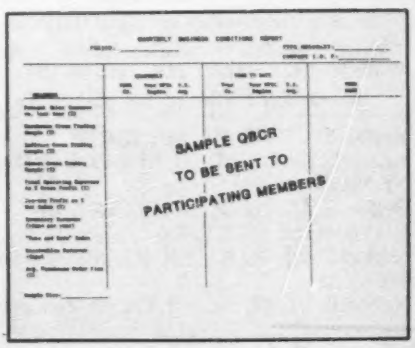
You may call or write NPTA at any time throughout the year with questions of a financial nature, or related to the size of the market, market segments, etc. Questions concerning computer hardware/software, sales compensation, personnel productivity, warehousing, publications and referrals to consultants specializing in specific areas are routinely answered—usually within one day.

Financial Consulting

Management Foresight's co-founders (Dr. Peter Mullins and Dr. Ron Foster) can perform customized consulting at your premises or theirs. Profit improvement, measuring customer and product line profitability, financial modeling, etc. are their specialties.

- All reports (PAR, Quarterly Business Conditions Report, Sales Report) are filed confidentially. A 5-digit ID number—not your company name—is all that appears on survey forms.
- All reports (except trend PARs) are FREE if you participate.





For more information contact the NPTA Research Department at: 516-829-3070

8/14/87 A 8140-1

PAPER MERCHANT SALES REPORT

JUNE 1987

NPTA Region	Sales Per Selling Day June 1987 - Compared To - June 1986	Sales Per Selling Day June 1987 - Compared To - May 1987	Sales Per Selling Day 1987 Year-To-Date - Compared To - 1986 Year-To-Date	Days Outstanding (Accounts & Notes) At Close of June 1986	1987	Calendar Day Cost* of Ending May Inventory 1986	1987
INDUSTRIAL							
1	+ 2.6	+ 7.7	+ 0.7	41	43	71	63
2	+17.7	+ 2.6	+11.3	35	36	48	56
3	+ 9.3	- 9.5	+ 8.5	38	37	56	59
4	+10.5	+ 1.8	+ 6.5	38	38	54	52
5	+10.0	+ 1.7	+10.0	34	35	56	62
6	+11.4	+ 3.7	+10.5	45	46	59	59
7	+10.2	+ 2.3	+ 1.9	35	35	59	63
8	+11.4	- 2.6	+12.8	36	35	54	54
9	+ 0.6	+ 1.8	+ 9.4	39	40	54	65
NY	+11.1	+ 1.0	+11.3	47	44	52	†
Chicago	+ 5.4	-12.9	+10.4	36	35	45	†
LA	+ 4.7	+ 3.8	+ 8.8	45	45	46	50
US	+ 9.5	- 0.1	+ 8.2	38	39	52	56
PRINTING							
1	- 0.3	- 7.8	+ 9.4	50	48	55	†
2	+ 4.8	- 0.3	+11.6	46	43	55	54
3	+ 7.3	- 9.7	+10.7	42	40	74	72
4	+ 7.9	- 6.3	+14.3	43	43	60	62
5	+ 8.9	+ 1.0	+11.5	43	44	73	77
6	- 0.8	+ 9.2	+ 6.4	46	44	72	70
7	+ 7.5	+ 4.5	+ 4.5	41	42	71	72
8	+14.2	- 3.8	+21.6	39	39	66	64
9	+ 2.7	-15.8	+16.5	41	36	80	72
NY	+ 9.7	+ 2.0	+13.5	42	41	55	59
Chicago	+ 9.7	+ 0.2	+10.4	43	44	55	68
LA	+ 8.8	- 7.6	+ 9.3	41	41	90	91
US	+ 7.1	- 2.7	+11.4	43	36	67	69

*To calculate monthly inventory turnover, divide 365 calendar days by # of calendar days cost, e.g., 365/73 = 5.00x.

†Insufficient data to calculate valid number.

Region 1: CT, ME, MA, NH, RI & VT
Region 2: DE, DC, MD, NJ, NY & PA (excluding NY Metro)
Region 3: AL, FL, GA, NC, SC, TN & VA
Region 4: OH, MI, WV, KY
Region 5: CO, IA, KS, MN, MT, NE, ND, SD, WY
Region 6: UT, AZ, NV, NM, CA, HI (excluding LA Metro)
Region 7: AR, LA, MS, OK & TX
Region 8: WI, IL, IN, MO (excluding Chicago Metro)
Region 9: AK, WA, OR, ID
NY Metro: NY: New York City, Long Island and Westchester Co. NJ: Counties of Bergen, Essex, Hudson, Middlesex, Passaic and Union
Chicago Metro: IL: City of Chicago and Cook, DuPage and Lake Cos. IN: Lake Co.
LA Metro: Cities: Los Angeles, and San Diego. Counties: Los Angeles, San Diego, Orange and Ventura (and neighboring parts of Riverside and San Bernadino)

Selling Days
The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

Days Outstanding
The number of days outstanding on this report are calculated by adding the current month's sales and the previous month's sales and dividing the total by the number of calendar days of the two months. The result is a figure representing average sales per calendar day.

The total figure provided for closing accounts and notes receivable is divided by the average sales per calendar day. The result is the number of days outstanding at the end of the month being prepared.

NPTA's Research Department Programs and Services

Following is a brief outline of the many Research and Statistical (Management Information) services available to you as a member of NPTA.

Yearly PAR Reports

The PAR (Performance Analysis Report) program is a yearly financial survey of NPTA members' operations. There is no cost to participate and receive the PAR Report. Typically, over 250 distributor locations operated by almost 200 firms participate. They represent over $7 billion in annual sales.

A confidential, customized professional report is prepared for you by NPTA's management consultant firm, Management Foresight, Inc. (MFI) of Columbus, OH. But, you must submit a completed questionnaire to MFI to receive a report.

There are two options, the regular PAR or the new short PAR. The regular PAR provides you with 300+ financial ratios and is very comprehensive. An Executive Summary is available (25 pages, 45 key ratios) for $50 which will help you understand better the detailed report you receive. A 1-year PAR is free, and comes with a PAR User's Manual.

The short PAR is obtained after filing a condensed questionnaire (3 pages of line items). This report will be roughly 25 pages, and contain 45 or so of the most critical financial measures. Again, this 1-year PAR is free. No Executive Summary is available, though.

Two and 3-year Trend PARs are available for both of the above, at very reasonable costs.

Quarterly Business Conditions Report

This report is free and available *only* to participants in the survey, which takes place every three months. A confidential 1-page survey form is sent to NPTA member participants, then the data returned is processed and customized reports are produced. Ten key ratios track: sales, gross margins, expenses, inventory turnover, receivables and order sizes. Your firm's results are ranked against regional and U.S. averages, quarterly and year-to-date by printing, industrial and dual merchant groups.

Monthly Sales Report

NPTA conducts a monthly survey of sales, receivables and inventory activity. "Pink forms" are sent to members by NPTA to collect this data. Responses by members are totally confidential. The report produced tracks 5 major measures, by printing and industrial paper class, for 9 NPTA regions and a U.S. average. The Paper Merchant Sales Report is mailed to each company's headquarters and every branch office the first week of every month and is free of cost.

This survey represents over $2.1 billion in industrial paper sales and $5.3 billion in printing paper sales annually by participants.

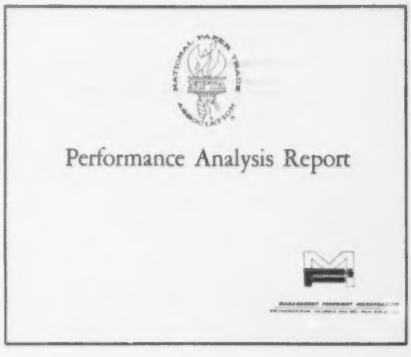
Market Research

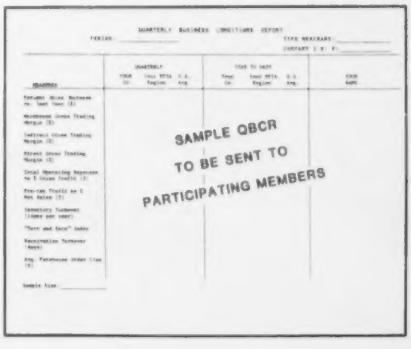
You may call or write NPTA at any time throughout the year with questions of a financial nature, or related to the size of the market, market segments, etc. Questions concerning computer hardware/software, sales compensation, personnel productivity, warehousing, publications and referrals to consultants specializing in specific areas are routinely answered—usually within one day.

Financial Consulting

Management Foresight's co-founders (Dr. Peter Mullins and Dr. Ron Foster) can perform customized consulting at your premises or theirs. Profit improvement, measuring customer and product line profitability, financial modeling, etc. are their specialties.

- All reports (PAR, Quarterly Business Conditions Report, Sales Report) are filed confidentially. A 5-digit ID number—not your company name—is all that appears on survey forms.
- All reports (except trend PARs) are FREE if you participate.





For more information contact the NPTA Research Department at: 516-829-3070

9/17/87 A8140-1

PAPER MERCHANT SALES REPORT

JULY 1987

NPTA Region	Sales Per Selling Day July 1987 - Compared To - July 1986	Sales Per Selling Day July 1987 - Compared To - June 1987	Sales Per Selling Day 1987 Year-To-Date - Compared To - 1986 Year-To-Date	Days Outstanding (Accounts & Notes) At Close of July 1986	Days Outstanding (Accounts & Notes) At Close of July 1987	Calendar Day Cost* of Ending June Inventory 1986	Calendar Day Cost* of Ending June Inventory 1987
INDUSTRIAL							
1	+ 2.7	- 1.3	+ 2.5	36	38	62	64
2	+22.1	- 0.7	+11.7	35	35	48	49
3	+ 9.9	+10.9	+10.4	40	37	63	65
4	+14.9	+ 5.5	+ 9.4	36	35	53	53
5	+13.8	+ 3.7	+12.5	33	37	61	61
6	†	†	†	41	†	58	†
7	+10.1	+ 2.1	+ 3.9	36	35	67	61
8	+11.4	+ 1.1	+11.4	34	35	57	53
9	+ 6.4	+ 5.4	+ 6.1	40	34	47	58
NY	+32.3	+ 3.9	+17.3	47	46	52	46
Chicago	+30.2	+ 3.6	+13.2	31	37	48	43
LA	+ 6.1	+ 2.7	+ 6.7	46	42	62	87
US	+15.1	+ 6.1	+ 9.6	38	37	57	59
PRINTING							
1	+13.3	+ 5.8	+ 8.9	52	48	59	44
2	+13.5	+ 0.6	+15.7	45	41	55	49
3	+12.6	+10.3	+13.0	40	39	80	78
4	+ 4.8	+18.0	+12.7	44	43	65	58
5	+14.6	- 0.1	+11.5	42	40	70	75
6	- 1.8	- 8.4	+ 7.2	42	38	52	67
7	+ 9.6	+ 6.8	+ 5.4	41	40	72	75
8	+11.0	- 1.8	+20.0	40	38	67	61
9	+17.6	+17.4	+ 9.9	39	39	60	73
NY	+10.7	- 4.9	+12.3	41	39	56	33
Chicago	+16.5	+17.3	+11.2	41	43	48	71
LA	+21.5	+14.8	+11.1	44	42	76	89
US	+11.7	+ 5.0	+11.9	43	40	65	66

*To calculate monthly inventory turnover, divide 365 calendar days by # of calendar days cost, e.g., 365/73 = 5.00x.

†Insufficient data to calculate valid number.

Region 1: CT, ME, MA, NH, RI & VT
Region 2: DE, DC, MD, NJ, NY & PA (excluding NY Metro)
Region 3: AL, FL, GA, NC, SC, TN & VA
Region 4: OH, MI, WV, KY
Region 5: CO, IA, KS, MN, MT, NE, ND, SD, WY
Region 6: UT, AZ, NV, NM, CA, HI (excluding LA Metro)
Region 7: AR, LA, MS, OK & TX
Region 8: WI, IL, IN, MO (excluding Chicago Metro)
Region 9: AK, WA, OR, ID
NY Metro: NY: New York City, Long Island and Westchester Co. NJ: Counties of Bergen, Essex, Hudson, Middlesex, Passaic and Union
Chicago Metro: IL: City of Chicago and Cook, DuPage and Lake Cos. IN: Lake Co.
LA Metro: Cities: Los Angeles, and San Diego. Counties: Los Angeles, San Diego, Orange and Ventura (and neighboring parts of Riverside and San Bernadino)

Selling Days

The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

Days Outstanding

The number of days outstanding on this report are calculated by adding the current month's sales and the previous month's sales and dividing the total by the number of calendar days of the two months. The result is a figure representing average sales per calendar day.

The total figure provided for closing accounts and notes receivable is divided by the average sales per calendar day. The result is the number of days outstanding at the end of the month being prepared.

NPTA's Research Department Programs and Services

Following is a brief outline of the many Research and Statistical (Management Information) services available to you as a member of NPTA.

Yearly PAR Reports

The PAR (Performance Analysis Report) program is a yearly financial survey of NPTA members' operations. There is no cost to participate and receive the PAR Report. Typically, over 250 distributor locations operated by almost 200 firms participate. They represent over $7 billion in annual sales.

A confidential, customized professional report is prepared for you by NPTA's management consultant firm, Management Foresight, Inc. (MFI) of Columbus, OH. But, you must submit a completed questionnaire to MFI to receive a report.

There are two options, the regular PAR or the new short PAR. The regular PAR provides you with 300+ financial ratios and is very comprehensive. An Executive Summary is available (25 pages, 45 key ratios) for $50 which will help you understand better the detailed report you receive. A 1-year PAR is free, and comes with a PAR User's Manual.

The short PAR is obtained after filing a condensed questionnaire (3 pages of line items). This report will be roughly 25 pages, and contain 45 or so of the most critical financial measures. Again, this 1-year PAR is free. No Executive Summary is available, though.

Two and 3-year Trend PARs are available for both of the above, at very reasonable costs.

Quarterly Business Conditions Report

This report is free and available *only* to participants in the survey, which takes place every three months. A confidential 1-page survey form is sent to NPTA member participants, then the data returned is processed and customized reports are produced. Ten key ratios track: sales, gross margins, expenses, inventory turnover, receivables and order sizes. Your firm's results are ranked against regional and U.S. averages, quarterly and year-to-date by printing, industrial and dual merchant groups.

Monthly Sales Report

NPTA conducts a monthly survey of sales, receivables and inventory activity. "Pink forms" are sent to members by NPTA to collect this data. Responses by members are totally confidential. The report produced tracks 5 major measures, by printing and industrial paper class, for 9 NPTA regions and a U.S. average. The Paper Merchant Sales Report is mailed to each company's headquarters and every branch office the first week of every month and is free of cost.

This survey represents over $2.1 billion in industrial paper sales and $5.3 billion in printing paper sales annually by participants.

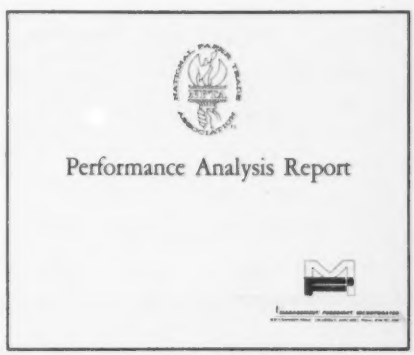
Market Research

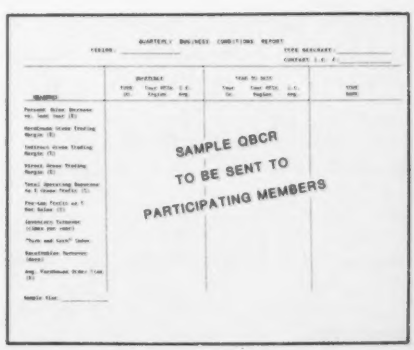
You may call or write NPTA at any time throughout the year with questions of a financial nature, or related to the size of the market, market segments, etc. Questions concerning computer hardware/software, sales compensation, personnel productivity, warehousing, publications and referrals to consultants specializing in specific areas are routinely answered—usually within one day.

Financial Consulting

Management Foresight's co-founders (Dr. Peter Mullins and Dr. Ron Foster) can perform customized consulting at your premises or theirs. Profit improvement, measuring customer and product line profitability, financial modeling, etc. are their specialties.

- All reports (PAR, Quarterly Business Conditions Report, Sales Report) are filed confidentially. A 5-digit ID number—not your company name—is all that appears on survey forms.
- All reports (except trend PARs) are FREE if you participate.





For more information contact the NPTA Research Department at: 516-829-3070

10/26/87A8140-1

PAPER MERCHANT SALES REPORT AUGUST 1987

NPTA Region	Sales Per Selling Day August 1987 - Compared To - August 1986	Sales Per Selling Day August 1987 - Compared To - July 1987	Sales Per Selling Day 1987 Year-To-Date - Compared To - 1986 Year-To-Date	Days Outstanding (Accounts & Notes) At Close of Aug. 1986	1987	Calendar Day Cost* of Ending July Inventory 1986	1987
INDUSTRIAL							
1	+ 1.9	+ 1.2	+ 0.9	44	40	57	64
2	+31.0	+ 6.8	+14.0	37	38	49	50
3	+10.2	+ 0.2	+13.1	40	38	60	63
4	+13.6	- 2.2	+ 9.9	37	37	54	51
5	+ 9.7	- 1.2	+12.2	33	35	58	55
6	+10.9	-11.7	+14.0	43	39	57	55
7	+ 5.0	+ 3.8	+ 4.0	33	36	67	63
8	+11.4	+ 1.0	+11.6	39	36	56	52
9	+ 2.7	+ 3.0	+ 8.3	41	39	61	62
NY	+ 9.3	- 9.6	+15.5	47	44	52	45
Chicago	+10.3	- 4.5	+12.9	38	37	58	59
LA	+ 5.9	- 3.1	+ 6.6	48	45	55	41
US	+11.5	- 0.7	+10.1	39	38	56	54
PRINTING							
1	+13.4	+ 7.5	+ 9.1	53	49	75	43
2	+15.1	+ 8.7	+15.6	45	43	62	51
3	+ 3.7	- 2.2	+ 9.9	33	41	85	76
4	+11.2	+ 2.8	+12.7	42	44	75	58
5	+10.8	+ 4.7	+11.5	42	44	78	70
6	+ 6.5	+ 9.9	+ 7.2	43	44	67	69
7	+ 7.3	+ 1.0	+ 3.8	41	41	77	70
8	+15.0	+ 1.8	+20.8	43	40	71	55
9	+16.4	-11.0	+22.3	47	37	67	62
NY	+17.5	+12.1	+14.8	41	39	70	60
Chicago	+18.5	- 1.7	+12.1	41	43	66	68
LA	+10.8	- 3.4	+11.1	42	41	87	90
US	+11.9	+ 3.2	+12.1	42	42	74	67

*To calculate monthly inventory turnover, divide 365 calendar days by # of calendar days cost, e.g., 365/73 = 5.00x.
'Insufficient data to calculate valid number.

Region 1: CT, ME, MA, NH, RI & VT
Region 2: DE, DC, MD, NJ, NY & PA (excluding NY Metro)
Region 3: AL, FL, GA, NC, SC, TN & VA
Region 4: OH, MI, WV, KY
Region 5: CO, IA, KS, MN, MT, NE, ND, SD, WY
Region 6: UT, AZ, NV, NM, CA, HI (excluding LA Metro)
Region 7: AR, LA, MS, OK & TX
Region 8: WI, IL, IN, MO (excluding Chicago Metro)
Region 9: AK, WA, OR, ID
NY Metro: NY: New York City, Long Island and Westchester Co. NJ: Counties of Bergen, Essex, Hudson, Middlesex, Passaic and Union
Chicago Metro: IL: City of Chicago and Cook, DuPage and Lake Cos. IN: Lake Co.
LA Metro: Cities: Los Angeles, and San Diego. Counties: Los Angeles, San Diego, Orange and Ventura (and neighboring parts of Riverside and San Bernadino)

Selling Days
The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

Days Outstanding
The number of days outstanding on this report are calculated by adding the current month's sales and the previous month's sales and dividing the total by the number of calendar days of the two months. The result is a figure representing average sales per calendar day.

The total figure provided for closing accounts and notes receivable is divided by the average sales per calendar day. The result is the number of days outstanding at the end of the month being prepared.

NPTA's Research Department Programs and Services

Following is a brief outline of the many Research and Statistical (Management Information) services available to you as a member of NPTA.

Yearly PAR Reports

The PAR (Performance Analysis Report) program is a yearly financial survey of NPTA members' operations. There is no cost to participate and receive the PAR Report. Typically, over 250 distributor locations operated by almost 200 firms participate. They represent over $7 billion in annual sales.

A confidential, customized professional report is prepared for you by NPTA's management consultant firm, Management Foresight, Inc. (MFI) of Columbus, OH. But, you must submit a completed questionnaire to MFI to receive a report.

There are two options, the regular PAR or the new short PAR. The regular PAR provides you with 300+ financial ratios and is very comprehensive. An Executive Summary is available (25 pages, 45 key ratios) for $50 which will help you understand better the detailed report you receive. A 1-year PAR is free, and comes with a PAR User's Manual.

The short PAR is obtained after filing a condensed questionnaire (3 pages of line items). This report will be roughly 25 pages, and contain 45 or so of the most critical financial measures. Again, this 1-year PAR is free. No Executive Summary is available, though.

Two and 3-year Trend PARs are available for both of the above, at very reasonable costs.

Quarterly Business Conditions Report

This report is free and available *only* to participants in the survey, which takes place every three months. A confidential 1-page survey form is sent to NPTA member participants, then the data returned is processed and customized reports are produced. Ten key ratios track: sales, gross margins, expenses, inventory turnover, receivables and order sizes. Your firm's results are ranked against regional and U.S. averages, quarterly and year-to-date by printing, industrial and dual merchant groups.

Monthly Sales Report

NPTA conducts a monthly survey of sales, receivables and inventory activity. "Pink forms" are sent to members by NPTA to collect this data. Responses by members are totally confidential. The report produced tracks 5 major measures, by printing and industrial paper class, for 9 NPTA regions and a U.S. average. The Paper Merchant Sales Report is mailed to each company's headquarters and every branch office the first week of every month and is free of cost.

This survey represents over $2.1 billion in industrial paper sales and $5.3 billion in printing paper sales annually by participants.

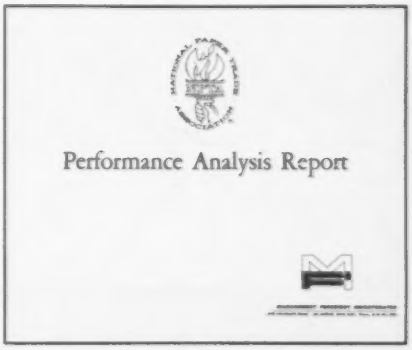
Market Research

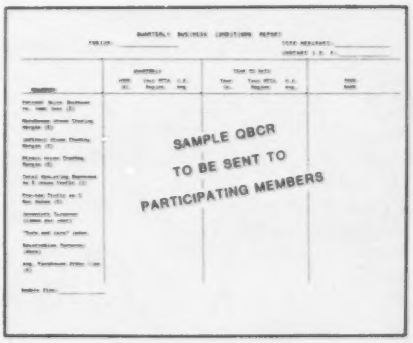
You may call or write NPTA at any time throughout the year with questions of a financial nature, or related to the size of the market, market segments, etc. Questions concerning computer hardware/software, sales compensation, personnel productivity, warehousing, publications and referrals to consultants specializing in specific areas are routinely answered—usually within one day.

Financial Consulting

Management Foresight's co-founders (Dr. Peter Mullins and Dr. Ron Foster) can perform customized consulting at your premises or theirs. Profit improvement, measuring customer and product line profitability, financial modeling, etc. are their specialties.

- All reports (PAR, Quarterly Business Conditions Report, Sales Report) are filed confidentially. A 5-digit ID number—not your company name—is all that appears on survey forms.
- All reports (except trend PARs) are FREE if you participate.





For more information contact the NPTA Research Department at: 516-829-3070